Top 100 Commercial Fleets

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february 1992

automotive FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

Three-Step Budget Preparation

'92-Model Buy Plans

All-New
1993 Mazda 626

automotive
FLEET®

BOBIT PUBLISHING

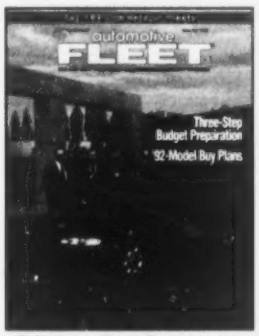
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

February 1992
VOL. 31, NO. 4

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Page 41 *— Devices such as airbags and ABS are among the features fleets purchase to improve safety.*

Page 84 *— Sport/utility vehicles are a popular choice for some fleets when passenger cars don't fit specialized applications.*



On the Cover *— Dick Dennis, director of fleet operations (right), and George McCabe, Mazda's group vice president and general manager, with the all-new 1993-model Mazda 626.*

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AUTOMOTIVE FLEET® (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $35 per year; Canada $42 per year; Foreign $53 per year. Single copy price – $3; Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes *Auto Rental News, Bedroom Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails,* and *Showcase USA.*

How Safety Impacts New Vehicle Buying Plans

Almost one third of the U.S. corporate fleets insist their 1992-model year vehicles be equipped with airbags. In addition, nearly half of the fleet managers responding to NAFA's New Vehicle Acquisition Survey want to include ABS.

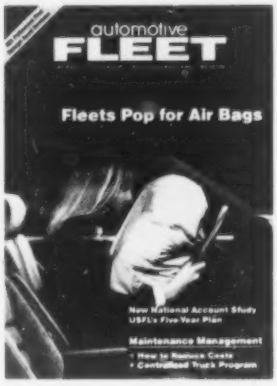
Airbags and ABS move up to prominent positions on "standard" purchasing models, and cellular phones and light-duty pickups emerge as growing choices among fleet managers, according to NAFA's 1992 New Vehicle Acquisition Survey. These are among the results gathered from 278 corporate fleet managers who responded to a recent survey by the National Association of Fleet Administrators (NAFA) on new vehicle acquisition plans for the 1992-model year. When combined with respondents from government and public utility fleets, these fleet managers represent the management of more than half a million vehicles.

So why is there such a commitment to safety?

"The cost of these types of safety devices is minuscule when compared to lost revenue, downtime, and repair and replacement costs resulting from accidents involving company vehicles without these safety features," says Gordon West, NAFA president and the corporate fleet manager for Pfizer in New York City, NY. "Besides, you can't put a price on life. It just makes good sense to give drivers the safest vehicles possible."

The usual effort among fleet managers to instill the need for strong safety programs is expanding this year, in part due to proposed new requirements by the Occupational Safety and Health Administration (OSHA). As of press time, OSHA has yet to release its new regulations

Corporate Fleet Safety Purchasing

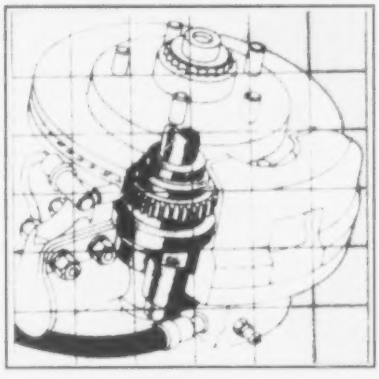


Airbags

Order only vehicles equipped with airbags — 29%

Order automatically if airbags an option

Permit airbags choice by individual drivers — 6%



Anti-Lock Braking

Order only vehicles equipped with ABS — 14%

Order automatically if ABS an option

Permit ABS choice by individual drivers — N.A.

Source: National Association of Fleet Administrators Chart 1

that may require employers to adopt driver safety awareness programs and mandatory seat belt policies for every employee who drives on company business. Currently, more than three-fourths of the company fleets managed by NAFA members already have seat belt policies, and approximately one-third of those companies provide driver safety awareness programs.

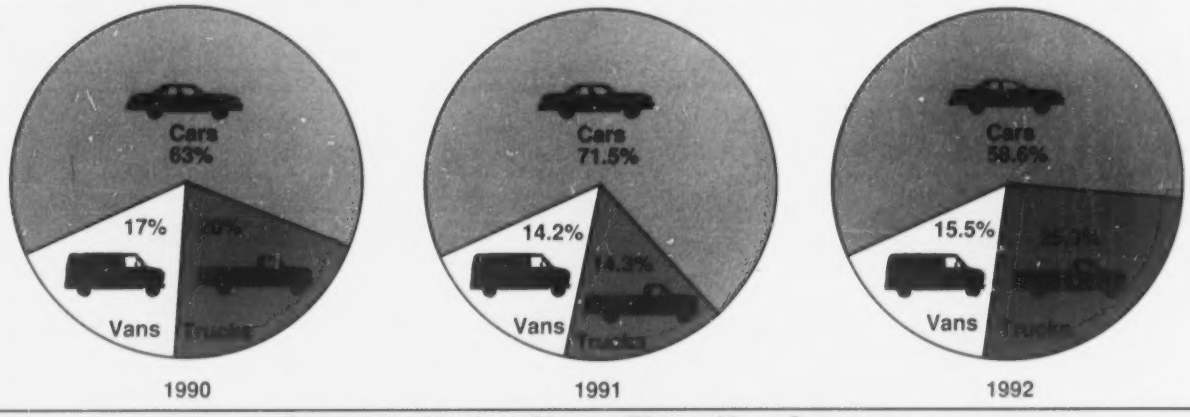
An analysis of the past three NAFA New Vehicle Acquisition Surveys shows that passenger car purchases are losing ground to pickups and minivans, despite the fact that they made up the overwhelming majority of new vehicle purchases in the 1990, 1991-, and 1992-model years. Down 12.9 percent from the 1991-model year, passenger car acquisitions dropped to 58.6 percent of planned purchases for the 1992-model year. Light-duty pickups, although dropping in popularity from the 1990-model year to the 1991-model year, have upsurged a full five percent over 1990-model year buys, and are 11.6 percent above the 1991-model year figures for planned purchases, accounting for 25.9 percent of planned buys this year. Minivans, extremely popular among fleets since their introduction, are up 1.3 percent in popularity for the 1992-model year, but are still less popular than they were in the 1990-model year, when they captured 17 percent of the new purchases among responding fleets.

These figures support other survey answers indicating that companies are moving toward fleets made up of light-duty trucks and minivans. Among the 13 percent of respondents who say they do plan to change the size and mix of their fleets, most are moving away from full-size vehicles to mid-size vehicles, although 87 percent of respondents say they plan no changes in the size or type of vehicles in their fleets.

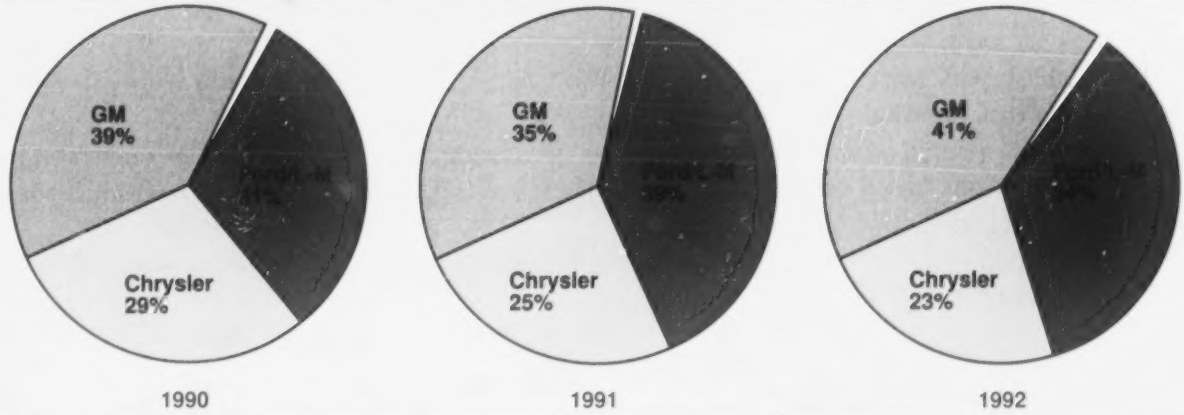
Among corporate fleets, 29 percent will only order vehicles that are equipped with airbags, and another 29 percent order airbags automatically if the option is available. Another six percent of responding corporate fleet managers allow their drivers to order airbags if available.

Anti-lock brakes also are popular, with 14 percent of responding

Purchasing Patterns: Three-Year Summary



Domestic Market Share: Three-Year Summary



Source: National Association of Fleet Administrators

fleet managers saying they will only order ABS-equipped vehicles from the 1992-model year selection. Another 29 percent say they will order the safety device automatically if it is offered as an option.

Other options becoming popular include cellular phones, which are seen as an important business tool by a growing number of companies. More than half of the respondents (51 percent) say they do provide cellular equipment for their drivers. Among that 51 percent, 30 percent indicate cellular phones are provided to marketing, sales, and service personnel; 52 percent say executive and administrative personnel receive cellular phones, and another 11 percent provide cellular phones to drivers on an "as needed" basis. Anti-theft devices, however, are not seen to be as important as cellular phones. Only 16 percent of respondents say that anti-theft devices, either from the manufacturer or from aftermarket sources, will be installed on their 1992-model purchases.

Domestic manufacturers will receive nearly 99 percent of all 1992-model year vehicles purchased or leased by fleets responding to the NAFA survey. ■

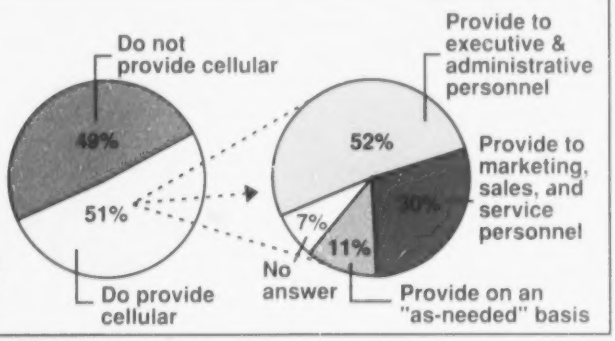


Chart 3

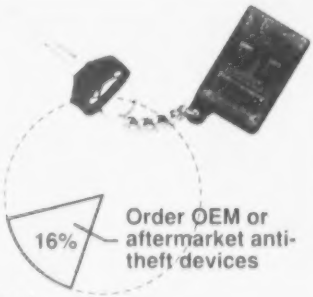


Chart 4

Source: National Association of Fleet Administrators

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Despite Tough Times, Many Top 100 Fleets Grow

The companies appearing on Automotive Fleet's *1992 Top 100 listing that registered an increase in their fleet show a gain of 5,038 vehicles. Altogether, 85 percent of last year's Top 100 fleets reappeared on this year's list.*

Although 36 percent of the corporate fleets appearing on *AF's* annual directory of the largest fleets in the nation registered at least some change in their unit count, the final tally of those changes held some positive news. Although 18 companies registered a decrease in fleet size for an average loss of 351 vehicles per fleet, 18 other companies increased the size of their fleet an average of 388 vehicles per fleet, which accounts for an increase of 5,038 vehicles since 1991 (see chart, below).

Eighty-five percent of last year's Top 100 reappeared on the Top 100 list, which points to the consistency of the results from the National Association of Fleet Administrator's 1992 New Vehicle Acquisition Survey, in which 83 percent of responding fleets said they planned little or no change in either the size or model mix of their fleets (for complete results of the NAFA survey, see page 60). *Automotive Fleet's* Second Top 100 (listing the 101st to 200th largest commercial fleets) will be published in the April 1992 issue. AF

Fleets Showing Unit Gains Since 1991 Listing

Terminix	+1,650	Exxon Co. USA	+200
Cox Enterprises, Inc.	+432	The UpJohn Co.	+199
Frito-Lay, Inc.	+400	Pfizer, Inc.	+190
Ciba-Geigy Pharmaceuticals	+377	Hoechst Celanese	+169
SmithKline Beecham	+300	Farmers Ins. Group	+168
Keebler Co.	+250	Nationwide Ins. Co.	+130
ARA Services	+225	Bristol-Myers Squibb	+79
Dow Chemical USA	+200	Johnson Controls, Inc	+69

The 1992 Top 100
Commercial Fleets

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
1	UNITED PARCEL SERVICE Atlanta, GA	Don Parkinson	X	—	0	62,000	62,000
2	FEDERAL EXPRESS CORP. Memphis, TN	Jim Gwinner	X	ARI, GE Capital Fleet Services	52	24,908	24,960
3	QUALITY BAKERS AMERICA Greenwich, CT	David I. Armstrong	X	—	2,900	17,000	19,900
4	XEROX CORP. Rochester, NY	Ron Pink	—	GE Capital Fleet Services	6,000	10,000	16,000
5	SEARS, ROEBUCK AND CO. Chicago, IL	William H. Jones III	X	—	91	15,006	15,097
6	STATE FARM INSURANCE CO. Bloomington, IL	Thomas D. Sours	X	—	11,498	781	12,279
7	FRITO-LAY, INC. Dallas, TX	Tom Smith	X	—	600	11,500	12,100
8	DIGITAL EQUIPMENT CORP. Acton, MA	Ira Thompson	—	PHH FleetAmerica, GE Capital Fleet Services	10,700	500	11,200
9	EASTMAN KODAK CO. Rochester, NY	Mark Hardway	X	PHH FleetAmerica	7,639	1,718	9,357
10	CONTINENTAL BAKING CO. St. Louis, MO	Paul J. Walsh	X	—	400	8,868	9,268
11	ARA SERVICES, INC. Philadelphia, PA	Ralph Jamic	X	GE Capital Fleet Services	3,024	5,946	8,970
12	TELE-COMMUNICATIONS, INC. Englewood, CO	Lynn Langfield	X	GE Capital Fleet Services	553	8,178	8,731
13	HEWLETT-PACKARD CO. North Hollywood, CA	Craig Kundrotas	X	—	7,165	100	7,265
14	BORDEN, INC. Columbus, OH	Al Botbyl	X	Beafinser, Bank Amerilease, Ryder	1,090	6,085	7,175
15	AIRBORNE FREIGHT CORP. Seattle, WA	Gerry Madrid	X	—	500	6,500	7,000
16	MINNESOTA MINING & MANUFACTURING St. Paul, MN	R.A. (Dick) Martinson	X	—	5,328	1,245	6,573
17	SHELL OIL CO. Houston, TX	Doug Wildman	X	GE Capital Fleet Services	1,953	4,544	6,497
18	DOW CHEMICAL USA Midland, MI	Sue Sopen	—	GE Capital Fleet Services, Wheels	3,329	3,026	6,355
19	TEXACO, INC. White Plains, NY	Art Fritz	X	PHH FleetAmerica	2,110	3,921	6,031
20	ASHLAND OIL, INC. Ashland, KY	William D. Bloss	X	BLC Corp.	1,800	4,191	5,991

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
21	HONEYWELL, INC. Minneapolis, MN	Karen Reimer	—	GE Capital Fleet Services, PHH FleetAmerica	3,230	2,390	5,620
22	TUPPERWARE Orlando, FL	John Bandy	—	Wheels	5,550	21	5,571
23	TERMINIX, INC. Memphis, TN	Andy Gunnell	—	Wheels	650	4,850	5,500
24	INTERSTATE BRANDS CORP. Kansas City, MO	Gary Pasche	X	—	290	5,190	5,480
25	EXXON COMPANY U.S.A. Houston, TX	John Dewees	X	ARI	1,900	3,500	5,400
26	SMITHKLINE BEECHAM Philadelphia, PA	Sandi Nicotera	—	Wheels, PHH FleetAmerica	4,600	700	5,300
27	E.I. duPont de Nemours & Co. Wilmington, DE	Richard G. Prettyman	—	PHH FleetAmerica	3,228	1,820	5,048
28	MARY KAY COSMETICS Dallas, TX	Steve Morton	—	ARI	5,015	5	5,020
29	MOTOROLA C & E, INC. Schaumburg, IL	Judy Baxter	X	Associates Leasing	3,300	1,700	5,000
30	CHEMLAWN Columbus, OH	Ken Cheverko	X	BLC Truck Leasing, Triathalon, GE Capital Fleet Services	136	4,806	4,942
31	CAMPBELL TAGGART, INC. Dallas, TX	Ray Grzywinski	X	—	700	4,200	4,900
32	AMOCO CORP. Chicago, IL	Richard Lynch	X	PHH FleetAmerica, GE Capital Fleet Services	1,200	3,675	4,875
33	ROLLINS, INC. Atlanta, GA	John Willis	X	B&M Equipment Leasing, World Omni Leasing	618	4,022	4,640
34	CSX TRANSPORTATION Jacksonville, FL	Jim Fronckoski	X	ARI, Bank Amerilease	141	4,480	4,621
35	UNION CARBIDE CORP. Dansbury, CT	J.R. Walker	—	Wheels, ARI	3,400	1,203	4,603
36	WESTINGHOUSE ELECTRIC CORP. Pittsburgh, PA	Lou Dobak	X	PHH FleetAmerica GE Capital Fleet Services	2,700	1,800	4,500
37	HOFFMANN-LaROCHE Nutley, NJ	Denise Gizzo	—	Wheels	4,100	300	4,400
38	BURLINGTON NORTHERN RAILROAD St. Paul, MN	John Long	X	—	598	3,610	4,208

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39	GOODYEAR TIRE & RUBBER CO. Akron, OH	Joane Rienhart	X	PHH FleetAmerica GE Capital Fleet Services	1,050	3,150	4,200
40	MERCK & CO., INC. Rahway, NJ	Art Welton	X	PHH FleetAmerica	3,949	163	4,112
41	AETNA LIFE & CASUALTY Hartford, CT	Martin F. Crean	—	Wheels	3,933	174	4,107
42	VPSI Troy, MI	Kenneth Sieloff	X	—	107	3,930	4,037
43	CRAWFORD & COMPANY Atlanta, GA	Wanda Ellison	—	B&M Equipment Leasing	3,851	150	4,001
44	PHILIP MORRIS USA New York, NY	Gregory Tarring	—	PHH FleetAmerica, GE Capital Fleet Services	1,000	3,000	4,000
45	TW SERVICES Spartanburg, SC	Helen Cook	X	ARI	950	2,950	3,900
46	ABBOTT LABORATORIES Abbott Park, IL	Greeley Koch	—	Wheels, GE Capital Fleet Services, PHH FleetAmerica	3,000	724	3,724
47	KEEBLER CO. Elmhurst, IL	Richard Allen	—	Pitney Bowes, Norlease, Mero Bank, MDFC, BOT Fin. Svc.	2,100	1,600	3,700
48	PHILLIPS PETROLEUM CO. Bartlesville, OK	James I. Grillot	X	—	685	3,013	3,698
49	GENERAL ELECTRIC MED. SYS. Waukesha, WI	Sheryl Grossman	X	GE Capital Fleet Services	1,640	1,981	3,621
50	ARATEX SERVICES, INC. Burbank, CA	Merrit Kinne	X	GE Capital Fleet Services	800	2,800	3,600
51	PROCTER & GAMBLE Cincinnati, OH	Connie Smith	X	—	3,600	0	3,600
52	NABISCO BRANDS, USA/BISCUIT DIV. East Hanover, NJ	Bill Kiddle	—	PHH FleetAmerica	2,112	1,438	3,550
53	EMERY WORLDWIDE Palo Alto, CA	Dean Wright, Jr.	X	Penske Truck Leasing	0	3,500	3,500
54	R.J. REYNOLDS TOBACCO CO. Winston-Salem, NC	Larry Giddens	—	PHH FleetAmerica	1,500	2,000	3,500
55	SERVICE AMERICA CORP. Stamford, CT	Wilber O. Wachter	X	PHH FleetAmerica, Wheels	0	3,439	3,439
56	ADT SECURITY SYSTEMS Parisippany, NJ	John Africano	X	GE Capital Fleet Services	600	2,800	3,400
57	TENNECO, INC. Houston, TX	Tiny Robertson	X	—	400	3,000	3,400

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58	TRAVELERS INSURANCE CO. Hartford, CT	Thomas F.X. Whalon	—	PHH FleetAmerica	3,246	114	3,360
59	FARMERS INSURANCE GROUP Los Angeles, CA	Eugene Grembowski	X	—	3,227	109	3,336
60	SIEMENS NIXDORF/TELPLUS Boca Raton, FL	Robert Fisher	—	ARI, Mike Albert Leasing	300	3,000	3,300
61	PFIZER, INC. New York, NY	Gordon B. West	—	PHH FleetAmerica, Wheels	3,073	141	3,214
62	JOHNSON CONTROLS, INC. Milwaukee, WI	Bob Borchert	—	GE Capital Fleet Services, Wheels, Southgate	258	2,900	3,158
63	SERVICE CORP. Houston, TX	Gary Sanders	X	—	1,296	1,827	3,123
64	NORFOLK SOUTHERN CORP. Roanoke, VA	Sam Hammett	X	—	817	2,287	3,104
65	ENTEMANN'S BAKERY, INC. Bay Shore, NY	Gene Bianco	X	—	0	3,010	3,010
66	KRAFT, INC. RETAIL FOOD GROUP Glenview, IL	W.R. (Bill) Reynolds	—	GE Capital Fleet Services	3,000	0	3,000
67	COX ENTERPRISES, INC. Atlanta, GA	Patsy Brownson	X	ARI, Wheels	492	2,469	2,961
68	BAXTER HEALTHCARE CORP. Deerfield, IL	Patrick Sheehan	—	Wheels, GE Capital Fleet Services	1,600	1,300	2,900
69	GENERAL ELECTRIC IND. & POWER SYS. Norcross, GA	Carmen Noakes	X	GE Capital Fleet Services	2,310	582	2,892
70	THE UPJOHN COMPANY Kalamazoo, MI	Steve Levine	X	Wheels	2,299	580	2,879
71	SUBURBAN PROPANE/PETROLANE Long Beach, CA	Warren Clark	X	—	0	2,800	2,800
72	ECOLAB, INC. St. Paul, MN	Jerry Rodewald	—	GE Capital Fleet Services	1,700	1,000	2,700
73	PPG INDUSTRIES Pittsburgh, PA	Debbie Durick	X	GE Capital Fleet Services	1,281	1,418	2,699
74	WARNER LAMBERT CO. Morris Plains, NJ	Ed Oleksy	—	PHH FleetAmerica, Wheels	2,662	0	2,662
75	BRISTOL-MYERS SQUIBB USPG & MJNG Evansville, IN	Steve Vanderver	—	PHH FleetAmerica, Wheels	2,351	304	2,655

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
76	GENERAL ELECTRIC CONSUMER SERVICE Louisville, KY	Philip Schelling	—	GE Capital Fleet Services	0	2,626	2,626
77	WHITMAN CORP. Rolling Meadows, IL	Geraldine Marquart	—	GE Capital Fleet Services	1,900	700	2,600
78	McDONALD'S CORP. Oakbrook, IL	Susan Miller	X	—	2,526	48	2,574
79	NATIONAL LINEN SERVICE Atlanta, GA	Tom Spight	X	—	125	2,441	2,566
80	UNION PACIFIC RAILROAD Omaha, NE	Tom Lake	X	GE Capital Fleet Services	568	1,950	2,518
81	ATCHISON TOPEKA SANTA FE RAILROAD Topeka, KS	Joan Williams	X	GE Capital Fleet Services	306	2,194	2,500
82	CIGNA CORP. Philadelphia, PA	Tina Kourakos	X	PHH FleetAmerica	2,346	139	2,485
83	USX CORP Pittsburgh, PA	Don Hillwig	—	PHH FleetAmerica	380	2,046	2,426
84	MARATHON OIL CO. Houston, TX	Liz Nikel	X	PHH FleetAmerica, GE Capital Fleet Services, Wheels	762	1,632	2,394
85	TEXTRON, INC. Providence, RI	Howard Maurer	—	PHH FleetAmerica	1,800	590	2,390
86	AMERICAN BAKERIES Charlotte, NC	Jean Carter	X	GE Capital Fleet Services	100	2,272	2,372
87	ENVIRONMENTAL INDUSTRIES Calabasas, CA	Bill Johnson	X	—	375	2,005	2,380
88	NATIONWIDE INSURANCE CO. Columbus, OH	Gail Royer	—	Wheels	2,315	35	2,350
89	McKESSON CORP. San Francisco, CA	Beverly Heim	X	United States Fleet Leasing	928	1,404	2,332
90	DHL AIRWAYS, INC. Redwood City, CA	Fred Shepherd	—	ARI, GE Capital Fleet Services, ARI	0	2,300	2,300
91	ELI LILLY & CO. Indianapolis, IN	Hal Olsen	—	Wheels	2,011	236	2,247
92	DIEBOLD, INC. Canton, OH	Linda Taylor	—	PHH FleetAmerica	600	1,600	2,200
93	HARTFORD INSURANCE GROUP Hartford, CT	Diane Britell	—	PHH FleetAmerica	2,095	95	2,190

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
94	SHAKLEE CORP. San Francisco, CA	Janice Williamson	—	In-house	2,000	150	2,150
95	HOECHST CELANESE Somerville, NJ	Isabel Bogusz	—	Wheels	1,628	469	2,097
96	CIBA-GEIGY PHARM. Summit, NJ	Barbara Bell	—	PHH FleetAmerica	1,873	204	2,077
97	ENRON CORP. Houston, TX	Don Conant	X	—	338	1,712	2,050
98	ABB BUSINESS SERVICES, INC. Windsor, CT	Donald LePard	—	ARI, McCullagh	1,500	500	2,000
99	AVON PRODUCTS, INC. New York, NY	Maxine Sullivan	—	GE Capital Fleet Services, PHH FleetAmerica	1,000	1,000	2,000
100	BROWN & WILLIAMSON TOBACCO Louisville, KY	Charles (Mike) Cooley	X	—	635	1,354	1,989

Automotive Fleet's Top 100 Alphabetical Cross Reference

ABB BUSINESS SERVICES, INC. 38
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FEDERAL EXPRESS CORP. 2
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GENERAL ELECTRIC IND. & POWER SYS. 69
GENERAL ELECTRIC MED. SYS. 49
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HARTFORD INSURANCE GROUP 93
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HOFFMANN-LaROCHE 37
HONEYWELL, INC. 21
INTERSTATE BRANDS CORP. 24
JOHNSON CONTROLS, INC. 62
KEEBLER CO. 47
KRAFT, INC. RETAIL FOOD GROUP 66
MARATHON OIL CO. 84
MARY KAY COSMETICS 28
McDONALD'S CORP. 78
McKESSON CORP. 89
MERCK & CO., INC. 40
MINNESOTA MINING & MANUFACTURING 16
MOTOROLA C & E, INC. 29
NABISCO BRANDS, USA/BISCUIT DIV. 52
NATIONAL LINEN SERVICE 79
NATIONWIDE INSURANCE CO. 88
NORFOLK SOUTHERN CORP. 64
PFIZER, INC. 61
PHILIP MORRIS USA 44
PHILLIPS PETROLEUM CO. 48
PPG INDUSTRIES 73
PROCTER & GAMBLE 51
QUALITY BAKERS AMERICA 3
R.J. REYNOLDS TOBACCO CO. 54
ROLLINS, INC. 33
SEARS, ROEBUCK AND CO. 5
SERVICE AMERICA CORP. 55
SERVICE CORP. 63
SHAKLEE CORP. 94
SHELL OIL CO. 17
SIEMENS NIXDORF/TELPLUS 60
SMITHKLINE BEECHAM 26
STATE FARM INSURANCE CO. 6
SUBURBAN PROPANE/PETROLANE 71
TELE-COMMUNICATIONS, INC. 12
TENNECO, INC. 57
TERMINIX, INC. 23
TEXACO, INC. 19
TEXTRON, INC. 85
THE UPJOHN COMPANY 70
TRAVELERS INSURANCE CO. 58
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UNION CARBIDE CORP. 35
UNION PACIFIC RAILROAD 80
UNITED PARCEL SERVICE 1
USX CORP. 83
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WARNER LAMBERT CO. 74
WESTINGHOUSE ELECTRIC CORP. 36
WHITMAN CORP. 77
XEROX CORP. 4

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USED-CAR PRICES

The following are average used-car prices for the period ending December 27,1991. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.

Model	Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	5,325	5,380	5,252
Sedan	5,398	5,452	5,321
88 BUICK SKYHAWK			
Coupe	4,337	4,381	4,278
Sedan	4,400	4,444	4,338
90 BUICK SKYLARK			
Cust. Sedan	7,301	7,374	7,199
89 BUICK SKYLARK			
Cust. Sedan	6,197	6,259	6,110
90 BUICK CENTURY			
Cust. Sedan	7,894	7,973	7,783
89 BUICK CENTURY			
Cust Sedan	6,150	6,212	6,064
90 BUICK LESABRE			
Cust. Sedan	10,237	10,339	10,093
89 BUICK LESABRE			
Cust. Sedan	7,984	8,063	7,872
90 CADILLAC DEVILLE			
Coupe	16,585	16,751	16,353
Sedan	16,753	16,921	16,518
89 CADILLAC DEVILLE			
Coupe	13,595	13,732	13,405
Sedan	13,745	13,882	13,552
90 CADILLAC SEVILLE			
Sedan	17,058	17,228	16,818
89 CADILLAC SEVILLE			
Sedan	14,024	14,164	13,827
90 CHEVY BERETTA			
Coupe	7,334	7,407	7,231
89 CHEVY BERETTA			
Coupe	6,201	6,262	6,114
90 CHEVY CORSICA			
Hatchback 5 Dr.	7,026	7,093	6,928
89 CHEVY CORSICA			
Hatchback 4 Dr	5,803	5,861	5,721
90 CHEVY CAVALIER			
Sedan	5,837	5,895	5,755
89 CHEVY CAVALIER			
Sedan	4,795	4,844	4,729
89 CHEVY CELEBRITY			
Sedan	5,530	5,586	5,453
88 CHEVY CELEBRITY			
Sedan	4,423	4,467	4,360
90 CHEVY CAPRICE			
Sedan	7,989	8,069	7,877
89 CHEVY CAPRICE			
Sedan	6,213	6,275	6,125
90 CHRYSLER LEBARON			
Sedan	8,844	8,931	8,719
89 CHRYSLER LEBARON			
Highline Sedan	5,953	6,011	5,869
90 CHRYSLER NEW YORKER			
Salon Sedan	10,554	10,659	10,405
89 CHRYSLER NEW YORKER			
Sedan	8,967	9,056	8,842
89 CHRYSLER FIFTH AVENUE			
Sedan	9,054	9,146	8,928
88 CHRYSLER FIFTH AVENUE			
Sedan	7,031	7,101	6,932
89 DODGE ARIES AMERICA			
Sedan	4,399	4,442	4,335
88 DODGE ARIES AMERICA			
Sedan	3,455	3,489	3,406
90 DODGE SHADOW			
Liftbk 5 Dr	5,999	6,058	5,915
89 DODGE SHADOW			
Liftbk 5 Dr	4,969	5,019	4,898
90 DODGE DYNASTY			
Sedan	7,956	8,036	7,845

Model	Zone 1	Zone 2	Zone 3
90 FORD ESCORT			
Htchbk 4 Dr LX	5,202	5,253	5,127
89 FORD ESCORT			
Htchbk 4 Dr LX	4,201	4,243	4,141
90 FORD MUSTANG			
LX-4 Coupe	6,865	6,933	6,769
90 FORD TEMPO			
GL Sedan 4 Dr	6,010	6,069	5,925
89 FORD TEMPO			
GL Sedan 4 Dr	4,871	4,922	4,803
90 FORD TAURUS			
GL Sedan 4 Dr	8,306	8,390	8,191
89 FORD TAURUS			
GL Sedan 4 Dr	6,463	6,529	6,373
90 FORD CROWN VICTORIA			
Sedan	9,917	10,016	9,778
89 FORD CROWN VICTORIA			
Sedan	8,176	8,258	8,062
90 THUNDERBIRD			
Coupe	8,986	9,077	8,860
89 THUNDERBIRD			
Coupe	7,598	7,673	7,492
90 LINCOLN			
Town Car Sedan	16,711	16,878	16,476
Mark VII LSC Coupe	15,851	16,008	15,628
Continental Sedan	15,450	15,605	15,235
89 LINCOLN			
Town Car Sedan	12,306	12,428	12,132
Mark VII LSC Coupe	13,196	13,328	13,012
Continental Sedan	13,096	13,227	12,911
90 MAZDA 626			
LX Sedan 4 Dr	9,612	9,708	9,534
90 MERCURY COUGAR			
LS Coupe	9,646	9,742	9,509
89 MERCURY COUGAR			
LS Coupe	8,211	8,293	8,094
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6,155	6,217	6,069
89 MERCURY TOPAZ			
GS Sedan 4 Dr	5,004	5,053	4,933
90 MERCURY SABLE			
GS Sedan 4 Dr	8,413	8,497	8,295
89 MERCURY SABLE			
GS Sedan 4 Dr	6,513	6,578	6,422
90 MERCURY GRAND MARQUIS			
GS Sedan	10,359	10,462	10,212
89 MERCURY GRAND MARQUIS			
GS Sedan	8,699	8,785	8,577
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,024	6,084	5,976
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,692	6,759	6,639
90 NISSAN MAXIMA			
SE Sedan	14,096	14,238	13,985
89 NISSAN MAXIMA			
SE Sedan	11,783	11,899	11,687
90 NISSAN SENTRA			
Sedan 2 Dr	5,170	5,220	5,128
89 NISSAN SENTRA			
Sedan 2 Dr	3,878	3,917	3,846
90 NISSAN STANZA			
XE Sedan 4 Dr	8,876	8,965	8,806
89 NISSAN STANZA			
Ntch 4 Dr	7,000	7,070	6,945
90 OLDS CIERA			
S Coupe	7,957	8,035	7,845
Sedan	8,039	8,119	7,927
89 OLDS CIERA			
Coupe	6,081	6,142	5,995
Sedan	6,150	6,212	6,064

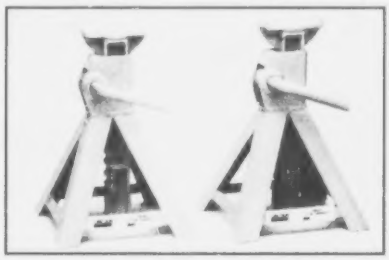
Model	Zone 1	Zone 2	Zone 3
90 OLDS CALAIS			
Sedan	6,489	6,555	6,398
89 OLDS CALAIS			
Sedan	5,652	5,708	5,573
90 OLDS CUTLASS SUPREME			
Coupe	8,813	8,901	8,690
89 OLDS CUTLASS SUPREME			
Coupe	7,147	7,219	7,048
90 OLDS 98 REGENCY			
Sedan	12,815	12,944	12,637
89 OLDS 98 REGENCY			
Sedan	9,900	9,997	9,760
89 PLYMOUTH RELIANT			
Sedan	4,376	4,420	4,315
88 PLYMOUTH RELIANT			
Sedan	3,455	3,489	3,406
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,982	6,042	5,898
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	4,969	5,019	4,898
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,603	4,648	4,537
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,614	3,649	3,562
90 ACCLAIM			
Sedan	6,709	6,776	6,614
90 PONTIAC SUNBIRD			
LE Sedan	6,219	6,282	6,133
SE Coupe	6,444	6,508	6,353
89 PONTIAC SUNBIRD			
LE Sedan	5,206	5,259	5,133
SE Coupe	5,346	5,400	5,272
90 PONTIAC 6000			
LE Sedan	7,807	7,885	7,698
89 PONTIAC 6000			
LE Sedan	5,808	5,866	5,726
90 PONTIAC GRAND AM			
LE Sedan	7,331	7,405	7,229
89 PONTIAC GRAND AM			
LE Sedan	6,129	6,190	6,043
90 PONTIAC BONNEVILLE			
LE Sedan	10,116	10,217	9,974
89 PONTIAC BONNEVILLE			
LE Sedan	7,826	7,906	7,717
90 PONTIAC GRAND PRIX			
Coupe	8,941	9,030	8,815
89 PONTIAC GRAND PRIX			
Coupe	7,197	7,269	7,090
90 SUBARU LEGACY			
Sedan 4 Dr	8,177	8,260	8,112
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,719	9,816	9,641
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8,025	8,105	7,962
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,958	7,029	6,903
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,198	6,259	6,149
90 TOYOTA CRESSIDA			
Lux Sedan	14,864	15,012	14,746
89 TOYOTA CRESSIDA			
Lux Sedan	12,401	12,526	12,303
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	8,000	8,079	7,936
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,461	6,526	6,410
90 VOLVO			
240 DL Sedan	11,963	12,082	11,867
89 VOLVO			
240 DL Sedan	10,114	10,216	10,034

PRODUCTS/SERVICES

tion is turned off. The System 7000 DRL measures 2⅝ inches square by 1⅝ inches deep and weighs approximately four ounces. The activator is mounted beneath the dash, and the 12-volt system uses only five milliamps when the unit is off and 200 milliamps when the unit is activated. *Vandal Alert Security Systems.*

Circle 223 on Inquiry Card

TWO- AND FIVE-TON CAPACITY VEHICLE STANDS from Lincoln Automotive are value-priced and sturdy. Model 96505 is a two-ton capacity stand that adjusts from a low height of 11¼ inches to a Maximum height of 17¾ inches. The 96516 is a five-ton capacity jack stand adjusting from 16 inches to 24½ inches. The vehicle stands feature rachet-type height adjustment and welded construction. They are designed to be used in pairs and are not sold separately. *Lincoln.*



Circle 228 on Inquiry Card

FINE-TUNE AUTOMOTIVE FLEET PRACTICES with Runzheimer International's *1991-1992 Survey & Analysis of Business Car Policies & Costs.* This ninth edition has been revised to include more extensive data on the costs of operating leased and company-owned fleets and provides fleet managers with a resource to use when assessing, restructuring, or adding fleet programs and policies. The *Policies & Costs* guide provides data and analysis on methods of vehicle repair and maintenance, monthly operating costs, vehicle replacement cycles, lessor quality, vehicle disposal practices, fleet cost control methods, and cost and maintenance for alternative-fuel vehicles, executive car programs, and more. *Runzheimer International.*

Circle 226 on Inquiry Card

THE MARTECTOR MODULAR DIVIDER SYSTEM for cargo areas of pickups and vans is a systems approach to space organization that allows users to not only protect the cargo area of a vehicle from damage, but divide the available cargo space to accommodate current needs. The modular system is made of durable, lightweight, and weather-resistant polymer plastics, installs quickly, and protects cargo by securing it in place. The Martector system is available in four configurations. *Martec Plastics.*

Circle 229 on Inquiry Card

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GAS PRICES

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Cost Per Gallon

City	Full-Serve	Self-Serve
Fort Smith, AR	137.2¢	92.7¢
San Jose, CA	144.2	111.9
Colorado Springs, CO	150.6	99.6
Dover, DE	121.4	108.2
Miami, FL	146.0	106.1
Honolulu, HI	193.2	145.9
Rockford, IL	155.2	116.7
Topeka, KS	120.6	89.9
Worcester, MA	136.9	118.4
St. Paul, MN	132.7	103.9
Sedalia, MO	114.2	87.2
Charlotte, NC	133.9	107.9
Las Cruces, NM	134.9	99.9
Corpus Christi, TX	125.9	99.9
Yakima, WA	170.4	118.4

The average U.S. full-serve gasoline price for the month of January was 134.4 cents per gallon.
The average U.S. self-serve gasoline price for the month of January was 110.8 cents per gallon.
Survey conducted during the first five working days of January 1992.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.